

## Message Text

UNCLASSIFIED

PAGE 01 MADRID 03994 241514Z  
ACTION EB-07

INFO OCT-01 EUR-12 ISO-00 DODE-00 NSAE-00 USIA-15

TRSE-00 ERDA-07 CIAE-00 COME-00 /042 W

-----242153Z 022824 /64

R 241416Z MAY 77

FM AMEMBASSY MADRID  
TO SECSTATE WASHDC 419

UNCLAS MADRID 3994

E.O. 11652: N/A

TAGS: ESTC, SP

SUBJECT: RECOMMENDATION UNDER THE DIB-678P PROCEDURE-SANZ

SAGREDO INDUSTRIA ELECTRONICA, MADRID

REF: STATE 112538

1. EMBOFF VISITED FIRM SANZ SAGREDO MAY 23 AND DISCUSSED PROPOSED IMPORTS FROM VARIAN AS WELL AS GENERAL OPERATIONS OF COMPANY. INFORMATION IN 1973 WTDR GENERALLY STILL CURRENT EXCEPT TOTAL ANNUAL SALES ARE NOW ABOUT 20-25 MILLION PESETAS COMPARED TO 8 MILLION PESETAS FOUR YEARS AGO. JOAQUIN SANZ ALCONCHEL IS SON OF OWNER, MANUEL SANZ SAGREDO, AND TWO MANAGE FIRM TOGETHER. DURING EMBOFF'S VISIT FOUR WORKERS WERE OCCUPIED IN SMALL BASEMENT PLANT ASSEMBLING LARGE FM TRANSMITTERS.

2. EMBOFF WAS TOLD THAT FIRM EXPECTS TO IMPORT APPROXIMATELY \$100,000 WORTH OF TUBES AND OTHER DEVICES THIS YEAR, OF WHICH PROBABLY \$3,000-\$5,000 WOULD COME FROM VARIAN. COMPANY IS INTERESTED IN ENCREASING US BUSINESS IF SATISFACTORY FINANCING CAN BE LOCATED.

3. RECOMMENDATION: EMBASSY RECOMMENDS APPROVAL OF SANZ SAGREDO FIRM UNDER DIB-678P PROCEDURES.

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## Message Attributes

**Automatic Decaptoning:** X  
**Capture Date:** 01-Jan-1994 12:00:00 am  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** REPORTS, STRATEGIC TRADE CONTROLS, VISITS, BUSINESS FIRMS, EXPORT LICENSES  
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**Copy:** SINGLE  
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**Decapton Date:** 01-Jan-1960 12:00:00 am  
**Decapton Note:**  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** N/A  
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**Subject:** RECOMMENDATION UNDER THE DIB-678P PROCEDURE-SANZ SAGREDO INDUSTRIA ELECTRONICA, MADRID  
**TAGS:** ESTC, SP, US, SAGREDO INDUSTRIA ELECTRONICA  
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**Review Markings:**  
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